



USTDA

United States Trade and Development Agency

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The U.S. Trade and Development Agency (USTDA) helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

USTDA Programs

USTDA promotes economic growth in emerging economies by facilitating the participation of U.S. businesses in the planning and execution of priority development projects in host countries. The Agency's objectives are to help build the infrastructure for trade, match U.S. technological expertise with overseas development needs, and help create lasting business partnerships between the United States and emerging market economies.

USTDA advances these objectives through its two key programs, the International Business Partnership Program and the Project Development Program.

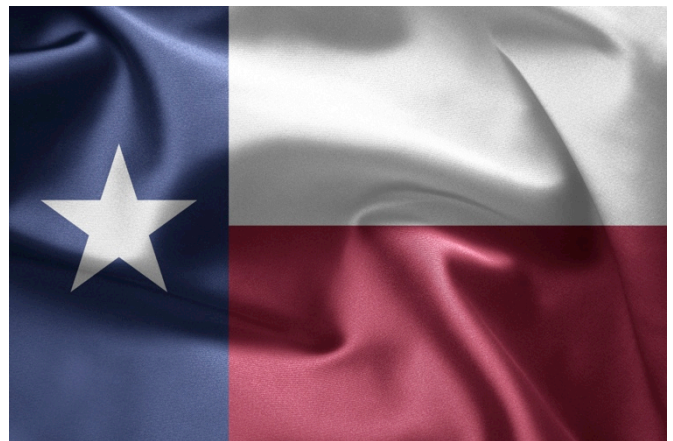
USTDA's reverse trade missions (RTM) are the mainstay of its International Business Partnership Program (IBPP). Created in 2010 in response to President Obama's National Export Initiative, the IBPP is USTDA's signature program for linking the U.S. private sector to foreign buyers. These visits are carefully planned to enable foreign decision makers to meet with U.S. businesses and to observe the manufacture, and demonstration of U.S. goods and services that can help them achieve their development goals. These RTMs also include meetings with financial institutions to observe financing options and technical and regulatory bodies that can assist with strengthening the project sponsor's technical capacity.

Through feasibility studies, technical assistance and pilot projects, USTDA's Project Development Program helps overseas project sponsors identify technological solutions and various sources of financing for priority infrastructure projects.

Supporting Jobs in Texas

Over the last 10 years, USTDA identified \$19.7 billion in U.S. exports to emerging markets that were directly attributable to its programs, supporting an estimated 110,000 American jobs. During that same period, for every \$1 programmed by USTDA, the Agency identified over \$63 in exports of U.S.-manufactured goods and services.

In Texas, USTDA's program has been a catalyst for opening new markets for companies, large and small, looking to expand sales overseas. By introducing foreign buyers to U.S. goods and services, USTDA helped level the playing field from foreign competition that ultimately led to significant export sales.



USTDA helped level the playing field from foreign competition that ultimately led to significant export sales for Texas companies.



USTDA Supports the NEI's mission as a member of the President's Export Promotion Cabinet

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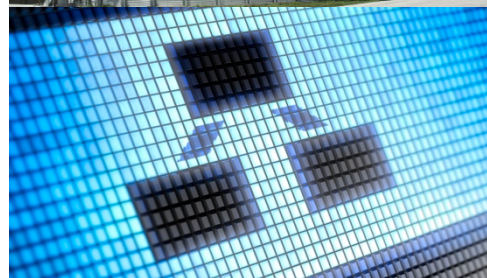
Recent Successes

Facing gas supply shortages as a result of increasing economic growth in Colombia, Ecopetrol sought to construct a gas treatment plant to unlock the country's access to clean natural gas reserves with assistance of feasibility study financing from USTDA. The study identified the optimum development plans and gas treatment technology to build the Cusiana gas treatment plant. Because of the competitiveness of U.S. industry, Chicago Bridge and Iron secured a construction and equipment contract for \$40 million to build the facility. In addition, En-Fab, Inc., Alliance Wood Group Engineering and Universal Compression, all of Houston, TX, secured contracts for the sale of goods and services during the construction of the gas treatment facility.

Following a USTDA-funded feasibility study for the expansion and modernization of the Cartagena Refinery in Colombia in the late 1990s, USTDA sponsored a visit to the United States for a delegation of Colombian oil and gas officials to highlight U.S. technologies and services that could be employed during the expansion of the refinery modernization. The visit was designed to position U.S. firms to win a portion of the estimated \$3.7 billion construction project against competition from Europe, Korea and Argentina. Because of USTDA's efforts, CBI has secured contracts totaling over \$1.4 billion (\$672 million U.S. content). In addition, Allied Fitting, Catalytic Distillation Technologies, KBR, McJunkin Redman, Merichem, Plenty Filtration, Technip USA and Texas Pipe and Supply, all of Houston, TX, secured contracts during the expansion of the Cartagena refinery. Ultimately, USTDA's support of the Cartagena Refinery modernization led to over \$700 million in exports of U.S.-manufactured goods and services.

An ammonia production plant in Ain Sokhna, Egypt, was constructed using more than \$275 million in U.S. exports of goods and services. Based on a USTDA-funded early investment analysis for Egypt Basic Industries Corporation (EBIC), USTDA's assistance laid the ground work for EBIC to move forward with project implementation. The study, conducted by Kellogg Brown & Root (KBR), provided the foundation for the development of a modern fertilizer plant that utilizes KBR technology and conforms to new environmental laws. Based upon the completed study, the Export-Import Bank of the United States approved a \$229 million long-term guarantee to support KBR's offer to build the plant. To date, 33 U.S. companies in 11 states have realized business as KBR suppliers in the engineering and construction of the plant. EBIC's Chairman and Managing Director noted that USTDA's assistance was an effective catalyst in moving the project forward.

USTDA provided a training grant to Reliance Infocom, a private Indian firm, in support of a U.S. bid to assist the company in expanding and upgrading India's digital network. This training was offered to combat financial support from foreign competition in order to level the playing field for U.S. firms. As a result of this successful support, Alcatel-Lucent (Murray Hill, NJ) secured a contract for over \$400 million in sales of U.S. manufactured telecommunications equipment. Other U.S. firms also benefitted from this USTDA-funded training grant including 3Com Corporation (Marlborough, MA), AFL Telecommunications (Alpharetta, GA), Cisco Systems (San Jose, CA), Compaq (Houston, TX), Hewlett-Packard (Palo Alto, CA), Motorola (Arlington Heights, IL), Sun Microsystems (Palo Alto, CA), and Trane Company (La Crosse, WI).



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